

MANUFACTURING EXTENSION PARTNERSHIP

Success Stories from the Field

ESCO (ENG'D ARREST'G SYS CORP)

Delaware Valley Industrial Resource Center

Leadership Team Leads the Way to Lean at ESCO

Client Profile:

Engineered Arresting Systems Corporation (ESCO) was first established in 1953 and is a subsidiary of the Zodiac Groupe based in Paris, France. It is primarily a proprietary manufacturer of land-based aircraft arresting systems for military and commercial aircraft. Key customers include the U.S. Air Force and Navy, foreign military flying western aircraft, commercial airports, and the Federal Aviation Administration. The Company's headquarters in Aston, Pennsylvania assembles arresting gear for military aircraft. A second plant, located in Logan Township, New Jersey, manufactures a crushable concrete block that gets assembled into an arresting bed at the end of the runways at commercial airports. This application can safely decelerate and stop a commercial aircraft with minimal damage to the plane and its passengers. The Aston plant employs 220 people.

Situation:

After a successful strategic planning project with the Delaware Valley Industrial Resource Center (DVIRC), a NIST MEP network affiliate, ESCO felt it was an opportune time to expand its relationship with DVIRC to include a comprehensive organizational learning plan that focused on continuous improvement and the elimination of waste throughout the organization.

Solution:

DVIRC designed and developed comprehensive, customized Lean training programs that achieved buy-in from every level of ESCO's leadership team which supported a cultural shift to Lean throughout the Company. Over time, ESCO's mix of continuous learning programs were developed to include process mapping, Lean "Winning Team" certifications, along with mentoring and champion programs. As a result of ESCO's successfully employing Lean methodologies, the Company has become a best practice, Lean enterprise and has embraced a culture of continuous improvement.

Results:

- * Generated over \$2.5 million.
- * Reduced waste.

Testimonial:

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